

Invoice No.: IND-1015-0005

Sold To:

Indiana State Department of Health ATTN: Finance /Purchasing, 2C

2 N. Meridan Street Indianapolis, IN 46204 Invoice Date: 3/23/2016

Order Number: 0015523208

Fund:

61910/571513 / 305000

Description of Services Personal Services

Federal ID:

23-2868660

Contract Period:

10/1/2015 - 9/30/2016

Contract Amount:

\$3.500,000,00

Contract Number:

A70-5-041137

Date of Services:

2/1/2016 - 2/29/2016

Payment requested for:

Real Alternatives, Inc.

Description of Services and Total \$ 138,144,32

See attached detailed charges required

by ISDH program

Project Code:

N/A

Activity Code:

N/A

Vendor's signature

STANDARDS FOR EXCELLENCE

Accredited under the Pennsylvania Association of Nonprofit Organizations' Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112 717-541-1112 (V) 717-541-9713 (F) www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com Attachment B: Budget Real Atternatives, Inc. A70-5-041137 Indiana Pregnancy & Support Services Program October 1, 2015 - September 30, 2016

October 1, 2	010 - Septice	noer 30, 2016		Actual Expenses	Actual Cost	Remaining Cost
Expense Typ	Rudget Ca	t Expense Detail	Budgeted Cost	YTD-Jan 2016	Feb-16	Mar 2016 to Sep-2016
Administrativ	Salary	President & CEO	\$58,000.00	16,378,10	4.916.40	\$36,705.50
Administrativ		VP of Administration	\$13,000.00	1,917.93	1,398.43	\$9,683.64
Administrativ		Assistant Director of Finance	\$0.00	1,011,00	1,000,40	\$0.00
			\$3,000.00	445,90	\$312.63	\$2,241.47
Administrativ		Senior Accountant			9312.00	
Administrativ		Junior Accountant	\$2,000.00			\$2,000.00
Administrativ		Bookkeeper	\$3,000.00	121.88	\$168.75	\$2,709.37
Services	Salary	VP of Operations	\$45,000.00	6.944.97	\$2,368.70	\$35,696,33
Services	Salary	Indiana Services Director	\$40,000.00			\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	1,159.79	\$951.98	\$1,888.23
Senicies	Salary	Services Assistance	\$3,000.00	1,001.80	\$341.64	\$1,656.96
Services	Salary	Billing Coordinator	\$5,000.00	1,390.50	\$121.50	\$3,488.00
Services	Satary	Service Provider Approval	55,000,00	692.54	\$72.00	\$4,235,46
Senices	Salary	Service Provider Mondonny	\$5,000.00	74.41		\$4,925.59
					344 16	\$3,764.61
Services	Salary	Hatline Counselor	\$4,000.00	191 23 \$30,319.05	\$10,696,19	\$148,984.76
		Subtotal	190,000.00	\$30,319.00	\$10,080.18	\$140,304,10
Administrativ		Unused Sick	\$0.00			\$0.00
Services	Fringe	Unused Sick	50.00			\$0.00
Administrativ	e Fringe	Payroll Taxes	\$6,500.00	647.03	\$526.24	\$5,326.73
Services	Fringe	Payroll Taxes	\$9,000.00	646.09	\$376.03	\$7,977.88
Administrativ	A Fringe	Workers' Comp	\$300.00	65.39	\$22.98	\$211.63
Services	Fringe	Workers' Comp	\$500.00	53.51	\$18.80	\$427.69
Administrativ	* Fringe	Pension	\$3,750.00	515.99	\$193.46	\$3,040.55
Services	Enrige	Pension	\$2,000.00	250.10	\$102.67	\$1.647.23
Administrativ		Employee Group Ins	\$13,000.00	3,375.87	\$1,509.26	\$8,114.87
Services	Fringe	Employee Group Ins	\$10,000,00	1,694,28	5868-58	57,237 14
Survices	e mige.	Subtotal	\$45,050.00	\$7,448.26	\$3,618.02	\$33,983.72
Administrativ	. Tennal	Travel/Lodging	\$500.00	-		\$500.00
Seruces.	Travel	Travel	\$10,000.00			\$19,000.00
		Subtotal	\$10,500.00	\$0.00	\$0,00	\$10,500.00
Administrativ	Simplies	Office Expense	\$91,700.00	658.50	\$220.97	\$90,820.53
Administrativ		Computer Resources/Upgrade	\$25,000.00	1.000		\$25,000.00
Sentras	Supplies	Client Education Materials	\$120,000.00	3.60		\$119,996.40
Services			\$0.00	2.00	\$98.10	(\$98.10)
Services	Supplies	Pregnancy Test Kits Subtotal	\$236,700.00	\$662.10	\$319.07	\$235,718.83
					0.00000	
Administrativ		Accounting/11/Legal consuming	\$20,000.00		\$180.98	\$19,819.02
Administrativ	 Contracts 	Auditing	\$3,500.00	802.78	\$282.12	\$2,415.10
Administrativ	* Contracts	Copier Service Contracts	\$500.00	95.54	\$42.78	\$361.68
Services	Contracts	Client Service Providers	\$2,412,500.00	382,264.09	\$118,784.93	\$1,911,450.98
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00			\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	2,385.00	\$2,375.07	\$480,239.93
Services	Contracts	Services Database Consulting	\$15,000.00	1,870.00	\$212.50	\$12,917.50
OC 111.49	CONTRACTOR OF	Subtotal	\$2,943,500.00	\$387,417.41	\$121,878.38	\$2,434,204.21
	-	- 4	# nee 01	0.0	#000 m	81 102 01
Administration		Professional Development	\$2,000,00	610.37	\$203.39	\$1,186.24
Administrativ		Job advertising	\$500.00			\$500.00
Administrativ		New employee screening	\$250.00	1000000		\$250.00
Administrativ	w Other	Postage/Shipping	\$15,000.00	367.12	\$108.20	\$14,524.68
Administrativ	o Other	Rent	\$46,000.00	2,806.38	\$911.94	\$42,281.68
Administrativ	« Other	Telephone Service	\$3,500.00	646.94	\$202.74	\$2,650,32
Administrativ		General Business Liability Ins	\$750.00	119.69	\$42.06	\$588.25
Administrativ		Insurance - Directors & Officers	\$1,250.00	291.67	\$102.50	\$865.83
	100000000000000000000000000000000000000					54,741.88
Services	Other	Toll Free Referral System	\$5,000.00	196.31	\$61.83	\$4,741.00
Services	Other	Contract Clostout Cost	\$0.00	EF 020 10	E1 (220 CC	
		Subtotal	\$74,250.00	\$5,038.48	\$1,632.66	\$67,578.86
		2.22	****	44.845.11	40.000.00	
		Administrative Services	\$313,000.00	29,867.08 \$401,018.22	11,345.83 \$126,798.49	\$271,787.09 \$2,659,183.29
		Total	\$3,500,000.00	\$430,885.30	\$138,144.32	\$2,930,970.38
		TOTAL	\$3,300,000,00	\$430,000,30	#130, Inn.32	24,730,270.30

Real Alternatives Actual Administrative Expenses

Indiana: Fiscal Year 2015-16

Cost Category Personnel	Budgeted Dollars	100,550	ual Expenses TD-Jan 2016	1000000	al Expenses Feb-16	Land World	maining Cost 016 to Sep-2016
President & CEO	\$58,000.00	\$	16,378.10		\$4,916.40		\$36,705.50
VP of Administration	\$13,000.00	\$	1,917.93		\$1,398.43		\$9,683.64
Assistant Director of Finance	\$0.00	\$	-				\$0.00
Senior Accountant	\$3,000.00	\$	445.90		\$312.63		\$2,241.47
Junior Accountant	\$2,000.00	\$	-				\$2,000.00
Bookkeeper	\$3,000.00	\$	121.88		\$168.75	L	\$2,709.37
Professional Development	\$2,000.00	\$	610.37		\$203.39		\$1,186.24
Payroll Taxes	\$6,500.00	\$	647.03		\$526.24		\$5,326.73
Workers Compensation Insurance	\$300.00	\$	65.39		\$22.98		\$211.63
Pension	\$3,750.00	\$	515.99		\$193.46		\$3,040.55
Employee Group Insurance	\$13,000.00	\$	3,375.87		\$1,509.26		\$8,114.87
Job Advertising	\$500.00	\$	-				\$500.00
New Employee Screening	\$250.00	\$					\$250.00
Total Personnel	\$ 105,300.00	\$	24,078.46	\$	9,251.54	\$	71,970.00
Operating	Budgeted Dollars		(C.2.52.55)				
Accounting/IT/Legal Consulting	\$20,000.00	\$	-		\$180.98		\$19,819.02
Postage/Shipping	\$15,000.00	\$	367.12		\$108.20		\$14,524.68
Auditing	\$3,500.00	\$	802.78		\$282.12		\$2,415.10
Travel/Lodging	\$500.00	\$	-				\$500.00
Rent	\$46,000.00	\$	2,806.38		\$911.94		\$42,281.68
Telephone Service	\$3,500.00	\$	646.94		\$202.74		\$2,650.32
General Business Liability Insuran-	\$750.00	\$	119.69		\$42.06		\$588.25
Insurance-Directors & Officers	\$1,250.00	\$	291.67		\$102.50		\$855.83
Office Expense	\$91,700.00	\$	658.50		\$220.97		\$90,820.53
Computer Resources	\$25,000.00	\$	-				\$25,000.00
		\$	-			Ü.,	
Total Operating	\$ 207,200.00	\$	5,693.08	\$	2,051.51	\$	199,455.41
Equipment	Budgeted Dollars						
Equipment Service Contracts	\$500.00	\$	95.54		\$42.78		\$361.68
Total Administrative Expenses	\$ 313,000.00	\$	29,867.08	S	11,345.83	\$	271,787.09

Real Alternatives Actual Services Expenses Indiana: Fiscal Year 2015-16

Vice President of Operations \$45,000.00 \$6,944.97 \$2,368.70 \$35,68 Indiana Services Director \$40,000.00 \$ - \$40,00 Services Coordinator \$4,000.00 \$ 1,159.79 \$951.98 \$1,88 Silling Coordinator \$5,000.00 \$ 1,390.50 \$121.50 \$3.48 Services Assistance \$3,000.00 \$ 1,001.80 \$341.64 \$1,65 Service Provider Approval \$5,000.00 \$ 692.54 \$72.00 \$4.23 Service Provider Monitoring \$5,000.00 \$ 74.41 \$4.92 \$4.23 Service Provider Monitoring \$5,000.00 \$ 74.41 \$4.23 \$4.41.6 \$3,76 Payroll Taxes \$9,000.00 \$ 646.09 \$376.03 \$7.79 \$47.97 \$44.16 \$3,76 Payroll Taxes \$9,000.00 \$ 53.51 \$18.80 \$42 \$48.22 Workers Compensation Insurance \$500.00 \$ 250.10 \$10.67 \$1,54 Employee Group Insurance \$10,000.00 \$ 1,894.28 \$868.58 \$7.23 <td colsp<="" th=""><th>Cost Category</th><th colspan="2">Budgeted Dollars</th><th>tual Expenses</th><th>Actual Expenses</th><th>11</th><th colspan="2">Remaining Cost</th></td>	<th>Cost Category</th> <th colspan="2">Budgeted Dollars</th> <th>tual Expenses</th> <th>Actual Expenses</th> <th>11</th> <th colspan="2">Remaining Cost</th>	Cost Category	Budgeted Dollars		tual Expenses	Actual Expenses	11	Remaining Cost	
Indiana Services Director	Personnel		Y	TD-Jan 2016	Feb-16	Mai	2016 to Sep-2016		
Services Coordinator	Vice President of Operations	\$45,000.00	\$	6,944.97	\$2,368.70		\$35,686.33		
Billing Coordinator	Indiana Services Director	\$40,000.00	\$	-			\$40,000.00		
Service Sasistance Sa,000.00 \$ 1,001.80 \$341.64 \$1,65	Services Coordinator	\$4,000.00	\$	1,159.79	\$951.98		\$1,888.23		
Service Provider Approval \$5,000.00 \$692.54 \$72.00 \$4,23 Service Provider Monitoring \$5,000.00 \$74.41 \$4,92 Hotline Counselor \$4,000.00 \$191.23 \$44.16 \$3,76 Payroll Taxes \$9,000.00 \$646.09 \$376.03 \$7,97 Workers Compensation Insurance \$500.00 \$53.51 \$18.80 \$42 Pension \$2,000.00 \$250.10 \$102.67 \$1,64 Employee Group Insurance \$10,000.00 \$1,894.28 \$868.58 \$7,23 Total Personnel \$132,500.00 \$14,299.22 \$5,266.06 \$112,93 Operating Budgeted Dollars \$119,99 \$14,299.22 \$5,266.06 \$112,93 Operating \$132,500.00 \$3.60 \$119,99 \$19,99 <t< td=""><td>Billing Coordinator</td><td>\$5,000.00</td><td>\$</td><td>1,390.50</td><td>\$121.50</td><td></td><td>\$3,488.00</td></t<>	Billing Coordinator	\$5,000.00	\$	1,390.50	\$121.50		\$3,488.00		
Service Provider Monitoring \$5,000.00 \$ 74.41 \$4,92 Hotline Counselor \$4,000.00 \$ 191.23 \$44.16 \$3,76 Payroll Taxes \$9,000.00 \$ 646.09 \$376.03 \$7,97 Workers Compensation Insurant \$500.00 \$ 53.51 \$18.80 \$42 Pension \$2,000.00 \$ 250.10 \$102.67 \$1,64 Employee Group Insurance \$10,000.00 \$ 1,894.28 \$868.58 \$7,23 Total Personnel \$ 132,500.00 \$ 14,299.22 \$ 5,266.06 \$ 112,93 Operating Budgeted Dollars \$ 14,299.22 \$ 5,266.06 \$ 112,93 Operating Budgeted Dollars \$ 14,299.22 \$ 5,266.06 \$ 112,93 Operating Budgeted Dollars \$ 2,385.00 \$ 2,375.07 \$ 480,23 Meetings/Seminars/Conference \$ 7,000.00 \$ - \$ 57,000 \$ 57,000 Travel/Lodging To Service Provic \$ 10,000.00 \$ 1,870.00 \$ 212.50 \$ 12,91 Client Service Providers \$ 2,412,500.00	Services Assistance	\$3,000.00	\$	1,001.80	\$341.64		\$1,656.56		
Hotline Counselor	Service Provider Approval	\$5,000.00	\$	692.54	\$72.00		\$4,235.46		
Payroll Taxes	Service Provider Monitoring	\$5,000.00	\$	74.41			\$4,925.59		
Workers Compensation Insurance \$500.00 \$53.51 \$18.80 \$42 Pension \$2,000.00 \$250.10 \$102.67 \$1,64 Employee Group Insurance \$10,000.00 \$1,894.28 \$868.58 \$7,23 Total Personnel \$132,500.00 \$14,299.22 \$5,266.06 \$112,93 Operating Budgeted Dollars Client Education Materials \$120,000.00 \$3.60 \$119,99 Services Advertising \$485,000.00 \$2,385.00 \$2,375.07 \$480,23 Meetings/Seminars/Conference \$7,000.00 \$5 \$57,00 \$70,00	Hotline Counselor	\$4,000.00	\$	191.23	\$44.16		\$3,764.61		
Pension	Payroll Taxes	\$9,000.00	\$	646.09	\$376.03		\$7,977.88		
Employee Group Insurance \$10,000.00 \$ 1,894.28 \$868.58 \$7,23 Total Personnel \$ 132,500.00 \$ 14,299.22 \$ 5,266.06 \$ 112,93 Operating Client Education Materials \$120,000.00 \$ 3.60 \$119,99 Services Advertising \$485,000.00 \$ 2,385.00 \$2,375.07 \$480,23 Meetings/Seminars/Conference \$7,000.00 \$ - \$7,00 Travel/Lodging To Service Provid \$10,000.00 \$ - \$10,000 Srvcs Database Consulting & Dev \$15,000.00 \$ 1,870.00 \$212.50 \$12,91 Client Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911.45 Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$98.10 \$598.10 \$598.10	Workers Compensation Insurance	\$500.00	\$	53.51	\$18.80		\$427.69		
Total Personnel \$ 132,500.00 \$ 14,299.22 \$ 5,266.06 \$ 112,93	Pension	\$2,000.00	\$	250.10	\$102.67		\$1,647.23		
Operating Budgeted Dollars Client Education Materials \$120,000.00 \$ 3.60 \$119,99 Services Advertising \$485,000.00 \$ 2,385.00 \$2,375.07 \$480,23 Meetings/Seminars/Conference \$7,000.00 \$ - \$7,000 Travel/Lodging To Service Providers \$10,000.00 \$ - \$10,000 Srvcs Database Consulting & Devalting & Devalting & Devalting & Devalting & Devalting & Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Coll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ \$3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$ 98.10 \$ \$98.10	Employee Group Insurance	\$10,000.00	\$	1,894.28	\$868.58		\$7,237.14		
Operating Budgeted Dollars Client Education Materials \$120,000.00 \$ 3.60 \$119,99 Services Advertising \$485,000.00 \$ 2,385.00 \$2,375.07 \$480,23 Meetings/Seminars/Conference \$7,000.00 \$ - \$7,000 Travel/Lodging To Service Providers \$10,000.00 \$ - \$10,000 Srvcs Database Consulting & Devalting & Devalting & Devalting & Devalting & Devalting & Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Coll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ \$3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$ 98.10 \$ \$98.10									
Client Education Materials \$120,000.00 \$ 3.60 \$119,99	Total Personnel	\$ 132,500.00	\$	14,299.22	\$ 5,266.06	\$	112,934.72		
Services Advertising \$485,000.00 \$ 2,385.00 \$2,375.07 \$480,23 Meetings/Seminars/Conference \$7,000.00 \$ - \$7,00 Travel/Lodging To Service Providers \$10,000.00 \$ - \$10,00 Srvcs Database Consulting & Dev \$15,000.00 \$ 1,870.00 \$212.50 \$12,91 Client Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ \$ Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars \$ \$ 998.10 \$ Pregnancy Test Kits \$0.00 \$ - \$ 998.10 \$	Operating	Budgeted Dollars		TO A PAST		100			
Meetings/Seminars/Conference \$7,000.00 \$ - \$7,00 Travel/Lodging To Service Provic \$10,000.00 \$ - \$10,00 Srvcs Database Consulting & Dev \$15,000.00 \$ 1,870.00 \$212.50 \$12,91 Client Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ \$ Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars \$ \$98.10 \$ Pregnancy Test Kits \$0.00 \$ - \$98.10 \$	Client Education Materials	\$120,000.00	_	3.60			\$119,996.40		
Travel/Lodging To Service Provic \$10,000.00 \$ - \$10,00 Srvcs Database Consulting & Dev \$15,000.00 \$ 1,870.00 \$212.50 \$12,91 Client Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ \$ Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars \$ 998.10 \$ (59)	Services Advertising	\$485,000.00	\$	2,385.00	\$2,375.07		\$480,239.93		
Srvcs Database Consulting & Dev \$15,000.00 \$ 1,870.00 \$212.50 \$12,91 Client Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ \$ Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars \$ 998.10 \$ (\$9	Meetings/Seminars/Conference	\$7,000.00	-	-			\$7,000.00		
Client Service Providers \$2,412,500.00 \$ 382,264.09 \$118,784.93 \$1,911,45 Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ -	Travel/Lodging To Service Provide	\$10,000.00	\$	721			\$10,000.00		
Toll-free Referral System \$5,000.00 \$ 196.31 \$61.83 \$4,74 Contract Closeout Cost \$0.00 \$ - \$ Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$98.10 \$ (\$9	Srvcs Database Consulting & Dev	\$15,000.00	\$	1,870.00	\$212.50		\$12,917.50		
Contract Closeout Cost	Client Service Providers	\$2,412,500.00	\$	382,264.09	\$118,784.93		\$1,911,450.98		
Total Operating \$ 3,054,500.00 \$ 386,719.00 \$ 121,434.33 \$ 2,546,34 Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$98.10 (\$9	Toll-free Referral System	\$5,000.00	\$	196.31	\$61.83		\$4,741.86		
Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$98.10 (\$9	Contract Closeout Cost	\$0.00	\$	*			\$0.00		
Equipment Budgeted Dollars Pregnancy Test Kits \$0.00 \$ - \$98.10	Total Operating	\$ 3,054,500,00	\$	386,719.00	\$ 121.434.33	Š	2,546,346.67		
Pregnancy Test Kits \$0.00 \$ - \$98.10 (\$9			_			-	-,-,-,-,-,-		
							MINES NEEDS		
Total Services Expenses \$ 3,187,000.00 \$ 401,018.22 \$ 126,798.49 \$ 2,659,18	Pregnancy Test Kits	\$0.00	\$	-	\$98.10		(\$98.10		
	Total Services Expenses	\$ 3,187,000.00	\$	401,018.22	\$ 126,798.49	\$	2,659,183.29		